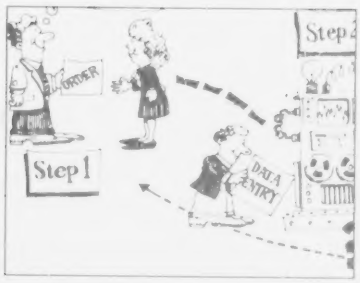
automotive
FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

JUNE 1989
VOL. 28, NO. 8

Influencing the management of 4,720,000 cars and 2,000,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets



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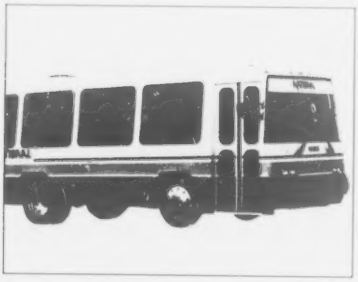

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AUTOMOTIVE FLEET (ISSN 0005-1519) is published 13 times a year by Bobit Publishing Company. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Please address ALL correspondence to the Editorial and Executive Offices at 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices — United States $24 per year, $40 for two years. Canadian $32 per year, $60 for two years. International $60 per year, $100 for two years. Single copy price — $2.00. Fact Book — $25. Number of cars operated and services must accompany the order. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional entry. Postmaster: Send address changes to Automotive Fleet, 2512 Artesia Boulevard, Redondo Beach, California 90278. Bobit Publishing also publishes *Business Driver, Installation News, Alarm Installer & Dealer, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Canadian Automotive Fleet, Contemporary Gastroenterology, Salon Trends, Canadian Business Driver, Cadillac Guide to Customizing, Nails, Showcase USA, StoryboarD,* and *Waterbed.*

ERRATA

Automotive Fleet Fact Book Revisions and Update

The National Association of Fleet Administrators' phone number and FAX number were listed with an incorrect area code on **page 161**. The correct numbers are: (201) 494-8100, FAX (201) 494-6789.

The **Faul Fleet Group's** phone number was incorrectly listed on **page 157**. The correct number is (312) 882-5306. The firm is located in Schaumburg, IL.

Lease Plan USA's address was incorrectly listed on **page 106**. The correct address is 300 Interstate North, Suite 400, Atlanta, GA 30339.

On page 38, Emkay, showing a total of 17,500 vehicles, is listed 19th. **Emkay** should be listed 15th.

On **page 176, Manheim Auctions** was incorrectly listed as having 19 auctions in its network. They operate 23 auctions.

Please add to the **National Auto Auction Association** listing on pages 180-185:

VIRGINIA (cont.)

Harrisonburg Auto Auction, Inc.
(A GE Capital Auto Auctions Company)
Exit 62 & Interstate 81
P.O. Box 1086, 3560 Early Road
Harrisonburg, VA 22801
(703) 434-5991
FAX (703) 434-6813
Wednesday 11:00 A.M.

Radford Auto Auction, Inc.
P.O. Box 1167
Radford, VA 24141
(I-85—Exit 35)
(703) 639-9011
FAX (703) 639-0744
Monday 6:00 P.M.

Star City Auto Auction, Inc.
1570 Underhill Ave., S.E.
Roanoke, VA 24013
(703) 342-2700
FAX (703) 343-7214
Tuesday 7:00 P.M.

Tidewater Auto Auction
3316 So. Military Highway
Chesapeake, VA 23323
Mail Address: P.O. Box 6010
Chesapeake, VA 23323
(804) 487-3464
Wednesday 11:00 A.M.

WASHINGTON

Puget Sound Auto Auction, Inc.
(An Anglo American Auto Auction)
621 37th, N.W.
Auburn, WA 98071
(206) 735-1600
FAX (206) 939-7875
Tuesday 10:30 A.M.

South Seattle Auto Auction, Inc.
(A GE Capital Auto Auctions Company)
19443 77th Ave. South
P.O. Box 5189
Kent, WA 98064-5189
(206) 872-6800 (Kent)
(206) 762-1600 (Seattle)
FAX (206) 395-3342
Wednesday 10:00 A.M.

Tri-City Auto Auction, Inc.
(An Anglo American Auto Auction)
3333 N. Oregon
Pasco, WA 99302
(509) 547-1701
FAX (509) 545-9268
Thursday 11:30 A.M.

WISCONSIN

Central Wisconsin Auto Auction, Inc.
9107 Schofield Ave.
Schofield, WI 54476
(715) 359-8495
FAX (715) 359-7895
Monday 6:00 P.M.

Fox Valley Auto Auction, Inc.
Rt. 3 10 miles S. Green Bay, Hwy. 41
P.O. Box 3127
DePere, WI 54115
(414) 336-3121
Tuesday 11:30 A.M.

Metro Milwaukee Auto Auction
561 So. Hwy 41
Caledonia, WI 53108
(414) 835-4436
FAX (414) 835-2684
Wednesday 10:00 A.M.

Please add to the **National Association of Fleet Resale Dealers** listing on **pages 186-187**:

Amerifleet, Inc.
Terry Rutter
4388 Groveport Rd.
Columbus, OH 43207
(614) 497-1225
FAX (614) 497-1250

BNE Vehicle Leasing, Inc.
Peter DeLoffi
P.O. Box 6116
Boston, MA 02209
(800) 841-2277
(617) 573-2200
FAX (800) 446-1051

Fleet Lease Disposal
Terry Vasterling
180 E. Highway 434
Longwood, FL 32750
(407) 339-8294
FAX (407) 339-0703

General Mills, Inc.
C.R. Livermore
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-4394

H.M. Dodd Motor Co.
George Dodd
111 North Wood
Gilmer, TX 75644
(214) 842-5521
FAX (214) 843-2164

Marvin Frank Motor Co., Inc.
Marvin Frank
4815 Katy Freeway
Houston, TX 77007
(713) 868-2252
FAX (713) 868-1772

Pye's Auto Sales
Sidney Pye
11606 Eastex Freeway
Houston, TX 77093
(713) 442-6034
FAX (713) 442-0359

Steel Valley Auto Sales
Willard L. Davis
1225 University Blvd.
Steubenville, OH 43952
(614) 283-2277

The Auto Store, Inc.
Stanley B. Woolman
2001 Byberry Rd.
Philadelphia, PA 19116
(215) 676-9700
FAX (215) 464-7039

USED CARS

The following are average used-car prices for the period ending May 3, 1989. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	AVERAGE AUCTION PRICE Zone 1	Zone 2	Zone 3
87 BUICK SKYHAWK			
Cust Coupe	5305	5358	5198
Cust Sdn	5385	5439	5277
87 BUICK CENTURY			
Cust Sdn	6762	6830	6627
86 BUICK CENTURY			
Cust Sdn	5519	5574	5410
87 BUICK SKYLARK			
Cust Sdn	6725	6791	6591
86 BUICK SKYLARK			
Cust Sdn	5553	5607	5441
87 BUICK SOMERSET REGAL			
Coupe	6725	6791	6591
87 BUICK RIVIERA			
Coupe	10,169	10,269	9,964
86 BUICK RIVIERA			
Coupe	8833	8920	8654
87 BUICK LE SABRE			
Cust Sdn	8444	8526	8272
87 CADILLAC DE VILLE			
Cpe	—	—	—
Sdn	13,087	13,218	12,825
86 CADILLAC DE VILLE			
Cpe	10,490	10,590	10,283
Sdn	10,629	10,736	10,417
87 CADILLAC SEVILLE			
Sdn	15,133	15,286	14,829
86 CADILLAC SEVILLE			
Sdn	13,013	13,141	12,751
87 CHEVY CAMARO			
Cpe	6841	6909	6703
86 CHEVY CAMARO			
Cpe	5818	5876	5702
87 CHEVY CAVALIER			
Sdn	4936	4985	4837
86 CHEVY CAVALIER			
Sdn	3990	4032	3912
87 CHEVY CELEBRITY			
Sdn	6072	6133	5950
86 CHEVY CELEBRITY			
Sdn	4823	4871	4726
87 CHEVY CAPRICE			
Sdn	6972	7042	6832
87 CHEVY CORSICA			
Sdn	5820	5880	5705
87 CHEVY BERETTA			
Cpe	6285	6348	6158
87 CHRYSLER LE BARON			
Sdn	6030	6090	5909
86 CHRYSLER LE BARON			
Cpe	4877	4925	4780
Sdn	4925	4975	4829
87 CHRYSLER FIFTH AVENUE			
Sdn	9201	9292	9016
86 CHRYSLER FIFTH AVENUE			
Sdn	7691	7767	7539
87 DODGE OMNI AMERICA			
Htchbk 5 Dr	3935	3975	3858
86 DODGE OMNI			
Htchbk 4 Dr	3004	3031	2942
87 DODGE ARIES			
Sdn	4866	4914	4767
86 DODGE ARIES			
Sdn	3797	3835	3721
87 DODGE DIPLOMAT			
Sln Sdn	5495	5551	5387
86 DODGE DIPLOMAT			
Sln Sdn	4457	4503	4367
87 DODGE 600			
Sdn	5715	5772	5601
86 DODGE 600			
Sdn	4688	4735	4592
87 FORD ESCORT			
Htchbk 4 Dr GL Series	4340	4382	4251
86 FORD ESCORT			
Htchbk 4 Dr L Series	3169	3200	3103
87 FORD MUSTANG			
LX-4 Cpe	5834	5892	5715
86 FORD MUSTANG			
LX-4 Cpe	4676	4720	4580
87 FORD TAURUS			
GL Sdn 4 Dr	7124	7196	6981
87 FORD TEMPO			
GL Sdn 4 Dr	5110	5161	5007
86 FORD TEMPO			
GL Sdn 4 Dr	4058	4096	3974
86 FORD LTD			
Sdn	4182	4221	4100
87 FORD CROWN VIC			
Sdn	9014	9105	8837
86 FORD CROWN VIC			
Sdn	7478	7554	7327
87 FORD THUNDERBIRD			
Cpe	8000	8081	7840
86 FORD THUNDERBIRD			
Cpe	6379	6442	6252
87 LINCOLN CONTINENTAL			
Sdn	14,810	14,957	14,511
Town Car Sdn	13,535	13,669	13,263
Mark VII Cpe	14,528	14,674	14,238
86 LINCOLN CONTINENTAL			
Sdn	12,034	12,155	11,794
Town Car Sdn	11,055	11,169	10,835
Mark VII Cpe	11,802	11,920	11,566
87 MERCURY COUGAR			
LS Cpe	8420	8504	8253
86 MERCURY COUGAR			
LS Cpe	7074	7145	6932
87 MERCURY TOPAZ			
GS Sdn 4 Dr	5146	5194	5039
86 MERCURY TOPAZ			
GS Sdn 4 Dr	4121	4161	4038
86 MERCURY MARQUIS			
Sdn	4261	4303	4176
87 MERCURY GRAND MARQUIS			
Sdn GS	10,222	10,323	10,017
86 MERCURY GRAND MARQUIS			
Sdn	8087	8169	7927
87 NISSAN SENTRA			
Sedan 2 Dr	4167	4208	4082
87 NISSAN STANZA			
E Ntch 4 Dr	6608	6674	6475
87 NISSAN MAXIMA			
SE Sedan	10,001	10,100	9800
86 NISSAN SENTRA			
Std Sedan 2 Dr	3083	3114	3022
86 NISSAN STANZA			
GL Ntch 4 Dr	5275	5326	5169
86 NISSAN MAXIMA			
SE Sedan	8165	8247	8002
87 OLDS FIRENZA			
Sedan	5385	5439	5277
86 OLDS FIRENZA			
Sedan	4359	4400	4270
87 OLDS CIERA			
S Coupe	6745	6812	6610
Sedan	6823	6890	6685
86 OLDS CIERA			
LS Coupe	5390	5444	5281
LS Sedan	5455	5509	5349
87 OLDS CALAIS			
Sedan	6720	6785	6585
87 OLDS CUTLASS SUPREME			
Coupe	7726	7803	7573
Sedan	7726	7803	7573
86 OLDS CUTLASS SUPREME			
Coupe	6161	6223	6038
Sedan	6007	6065	5884
87 OLDS 98			
Regency Sedan	9959	10,057	9761
86 OLDS 98			
Rgcy Sedan	8180	8260	8015
87 PLYMOUTH HORIZON			
Htchbk 5 Dr	3909	3948	3833
86 PLYMOUTH HORIZON			
Htchbk 4 Dr	2998	3027	2937
87 PLYMOUTH RELIANT			
Sedan	4878	4919	4772
86 PLYMOUTH RELIANT			
Sedan	3781	3819	3705
87 PLYMOUTH CARAVELLE			
SE Sedan	5590	5645	5475
87 PLYMOUTH GRAN FURY			
Salon Sedan	5488	5544	5380
86 PLYMOUTH GRAN FURY			
Salon Sedan	4468	4511	4378
87 PONTIAC SUNBIRD			
SE Coupe	5189	5240	5083
Sedan	5110	5160	5007
86 PONTIAC SUNBIRD			
SE Coupe	4276	4318	4190
Sedan	4242	4284	4157
87 PONTIAC 6000			
Coupe	7776	7852	7619
Sedan	7861	7941	7704
86 PONTIAC 6000			
Coupe	5027	5077	4927
Sedan	5086	5137	4986
87 PONTIAC GRAND AM			
Sedan	6933	7004	6794
87 PONTIAC FIREBIRD			
Coupe	6916	6984	6776
86 PONTIAC FIREBIRD			
Coupe	5891	5949	5773
87 PONTIAC BONNEVILLE			
Sedan	8488	8576	8318
86 PONTIAC BONNEVILLE			
Sedan	5754	5812	5639
87 PONTIAC GRAND PRIX			
Coupe	7760	7838	7606
86 PONTIAC GRAND PRIX			
Coupe	6248	6311	6121
87 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	5781	5837	5664
87 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	8468	8553	8299
87 TOYOTA CRESSIDA			
Lux Sedan	12,242	12,363	11,996
86 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	4727	4775	4632
86 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	6359	6422	6232
86 TOYOTA CRESSIDA			
Lux Sedan	9664	9761	9471
87 VOLKSWAGEN JETTA			
Sedan 4 Dr	6504	6570	6375
86 VOLKSWAGEN JETTA			
Sedan 4 Dr	5505	5560	5395

CALENDAR

JUNE

6-8—Motor Fleet Safety for Supervisors, University of Delaware, Wilmington, DE. Information (302) 573-4435.

11-15—Electric Utilities Fleet Managers Association Conference, Williamsburg Lodge & Conference Center, Williamsburg, VA.

20-22—National Association of Fleet Administrators, The Professional Fleet Management Series, The Brown Hotel, Louisville, KY. Information: (201) 494-8100.

27-28—Runzheimer International's Mobility Management Conference, Woodfield Hilton and Towers, Arlington Heights, IL. Information: (800) 942-9929.

JULY

7-9—The Consumer Security Product Show, Los Angeles Convention Center, North Hall, Los Angeles, CA. Information: (213) 376-8788 Ext. 55.

11-13—Maintenance of Commercial Vehicles, University of Delaware, Wilmington, DE. Information (302) 573-4435.

12-14—International Trucking Show, Convention Center, Anaheim, CA. Information (415) 349-4876.

30-Aug. 2—NAFA Law Enforcement Conference, Pheasant Run Resort, St. Charles, IL. Information: (201) 494-8100.

AUGUST

26-30—International Association of Fire Chiefs, Annual Convention, The Westin Hotel, Indianapolis, IN. Information: (202) 833-3402.

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GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Little Rock, AR	138.0¢	116.4¢
Santa Ana, CA	157.9	117.4
Hartford, CT	138.4	124.2
Wilmington, DE	141.4	105.9
Jacksonville, FL	146.4	108.3
Swainsboro, GA	119.5	96.4
Maui, HI	185.2	145.2
Chicago, IL	159.9	120.5
Shreveport, LA	147.4	111.4
Royal Oak, MI	166.4	117.9
Kansas City, MO	135.8	106.6
Albuquerque, NM	134.4	112.6
New York City, NY	123.9	96.9
Galveston, TX	137.6	104.9
Seattle, WA	137.3	109.2

Survey conducted during the first five working days of May 1989.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

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